

YANKEE BUSINESS WINNING RUSSIA

Americans in Petrograd Have
Their Pockets Bulging With
Contracts of Sales.

SAFE ROUTES ARE FEW

(Correspondence of The Associated Press.)
Stockholm, Nov. 30.—More and more the American business men appear to be investigating commercial possibilities in Russia. Every steamer from America brings steadily increasing numbers of them, and Americans are continually streaming in from Petrograd and Moscow with their pockets filled with contracts or the proceeds of sales.

There is, however, a very considerable number who either go no farther than Stockholm or who reach their aims only after many weeks of weary waiting here. These are the men who neglected before shipping their goods to inform themselves of the conditions to be met, or routes, of things essential to the sale and delivery of goods in Russia.

A typical case is that of the representative of certain automobile firms in America, who came to Stockholm with motor trucks intended for Russia, despite the fact that it is nearly two years since the Swedish parliament enacted a law refusing transit to motor vehicles in any and all circumstances. This law, enacted on January 9, 1915, prohibits absolutely and unqualifiedly the transit through Sweden to Russia of arms or parts thereof, ammunition, war material not specially mentioned, lead in all forms and motor vehicles of any kind.

Letters to Good.
The shipper of the motor trucks was inclined to reproach the British embassy in Washington for having issued to him letters of assurance on articles which could not be transited through Sweden. It may be that the men in the department of the embassy that issued these letters were not familiar with the Swedish law. Quite apart, however, from the question of whether they know or should have given warning, American shippers should understand that letters of assurance are in no way a guaranty that the goods covered are wanted by or can enter Russia, or that they can cross Sweden.

Russia, in common with all other belligerent countries, has prohibited the importation of certain goods and closely restricted the importation of others. Generally speaking, all luxuries may not be brought into the empire.

The list of things wanted is subject to frequent alteration; conditions outside Russia may make it impossible at a given moment to send certain articles thither. At present, for instance, it appears impossible to get any coffee across Sweden. At least one big shipment from an American firm has been held up for months because the Swedish government demanded, as a condition precedent to permitting it to be taken across the kingdom, that a third of the quantity be sold in Sweden. The British government refuses to consent.

Question of Routes.

Another detail in which American shippers appear often uninformed is the matter of routes, which now, with the approach of winter, becomes important. German submarines have recently been harrying shipping in the Gulf of Bothnia to such an extent that it has been seriously restricted. The results naturally have been accumulation of goods in Swedish ports on the gulf, and a freezing up of the Gulf of Bothnia, which may come now at any time, will close all water connection between Sweden and Finnish ports until next April. There will remain then only the overland route via Haparanda and Tornaa. This is a single track road, both in Sweden and in Finland, there is anything but a surplus of locomotives and other rolling stock on the Swedish end, and the route's transportation facilities are in general so limited that delays of weeks and even of months are possible in the case of goods not wanted with great urgency.

Archangel will soon be icebound, and in any event it is and has been of little importance for shippers desiring to avoid the Scandinavian route, inasmuch as the transportation facilities there have hardly more than sufficed to handle government importations of materials needed for the conduct of the war. It is reported unofficially that the completion of the new railway from Mourma to Alexandrovsk may be expected soon, but too optimistic hopes must not be based on the report. Alexandrovsk is ice-free all winter.

Information Up-to-Date.

American shippers desiring to get goods into Russia between now and the reopening of water transportation in the spring, should keep themselves informed to the minute as to transportation conditions via Haparanda, as to goods desired and which will be favored in expedition, and as to conditions in Sweden regarding transit. A neglect to obtain up-to-date information about any and all of these details may—probably will—mean vexatious delays and loss of profits or even more than profits.

The so-called "Aktiebolaget (stock company) Transito," a company formed in Stockholm with the consent of the British government to supervise transit of goods for Russia, possesses at all times complete information concerning all conditions mentioned. This information will be placed at the disposition of the American consulate-general in Stockholm upon request from him on behalf of an intended shipper. Another available source of information is the State department at Washington.

Regardless of the difficulties of getting goods into Russia, all American business men returning from that country are enthusiastic over the possibilities there. Not only are American goods highly regarded, but there is also, according to the testimony of several returned merchants, much dissatisfaction over many classes of goods with which the Japanese have been flooding the Russian market.

John Bull Awake.
The same man spoke admirably of the manner in which English merchants are grasping the opportunities offered.

"Wherever I went," he said, "I saw evidences of the excellence of English preparation to get and hold the Russian trade after the war. The English tradesman has waked up. The great firms have men on the ground who know the language and the country's

customs, and their organization is steadily becoming more efficient.

"I found no graft anywhere and paid out no money for bribes. My experience may be unique, but I gained the impression that the man who has honest goods to sell at honest prices can do business without bribery."

This American was inclined to think that the British government applies a certain pressure in some cases to bring about a preference of British traders over American. The British authorities here do not believe that it is so. As to goods coming from America for Russia they deny categorically that any preference is shown. At the British legation the following statement was made to The Associated Press correspondent:

"We deny absolutely that any preference is given to the transit of British commodities to Russia. British export licenses and letters of assurance at Washington are both issued in accordance with the same lists of goods required by Russia, and no preference is given to British exporters. We have been at great pains to institute as perfect a scheme for the transit of American goods as of British."

Mosher System Adopted by National Commercial Schools

The Mosher System of Shorthand has received the endorsement of the National Association of Accredited Commercial Schools at their annual meeting in Chicago and the system has been placed on the list of Accredited texts promulgated by the association.

Mosher shorthand is an Omaha invention, the author being F. Willis Mosher, who has been a shorthand teacher here for many years. The Mosher Shorthand Publishing company, consisting of F. Willis Mosher, R. C. Strehlow and A. M. Gebelt, all of Omaha, was organized less than a year ago and by securing the stamp of approval of the highest authority in business education, they have successfully opened a market for Mosher Shorthand, which is almost unlimited.

Mr. Mosher and Mr. Gebelt, who attended the convention, were fortunate enough to have Guy Haxby of Omaha accompany them. Mr. Haxby is a writer of Mosher Shorthand and has been a court reporter for Judge Thornell of Council Bluffs for five years.

HAVE YOU GOT A UKULELE?

Forty Thousand of Them Will Be
Turned Out in Honolulu
This Year.

It has become apparent that the ukulele has invaded the American market with some promise of a permanent place in the public regard. Those who have not attempted harmony upon it may have speculated upon its source. A. P. Taylor, a correspondent of the federal Department of Commerce, has given some information on that point.

The ukulele was first produced by a Portuguese at Honolulu, Hawaiian Islands. It was a popular vehicle of music in the islands long before it invaded the American market. Mr. Taylor tells us that September 1, 1915, the ukulele factories of the islands were turning out 500 or 600 instruments a month. A year later the production had increased to 1,600 a month, and the orders from music dealers were far from being all filled. Last month a company was organized in Honolulu to manufacture 2,000 ukuleles a month.

The ukulele is made principally of the native koa wood. The peculiar tone produced is said to be obtained only from well seasoned koa wood, properly prepared and fitted. The island prices for the instruments range from \$3.75 to \$20, the higher priced product being heavily beaded. With the new companies forming, the output during the coming year is estimated at 40,000.—Seattle Post-Intelligencer.

PERU GAVE US THE POTATO.

A Product More Valuable to Man
Kind Than the Gold of the Incas.

The gold of the Incas was the attraction that led Columbus to sail westward, that carried Cortez to Mexico and Pizarro to Peru. The Incas had large stores of the precious metal, representing no doubt, the accumulations of many centuries. The capture of such a booty resounded through Europe. Spain became for a time the wealthiest as well as the most powerful nation of Europe, and this was ascribed to the gold of Peru.

But Peru held another treasure much more valuable for the nations of Europe than the golden booty of Pizarro. Carrying the potato to Europe was an event of much more profound significance in relation to the subsequent history of the world than sending the Inca gold to the coffers of Spain. But nobody understood the value of the potato, and its Peruvian origin was generally forgotten before the plant became well known. Instead of Peruvian potatoes we call them Irish potatoes.

The potato was the basis of the ancient Peruvian nation, and has attained almost the same importance in other parts of the world within the last hundred years.—National Geographic Magazine.

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Crop Conditions In Alaska Are Just About Perfect

(Correspondence of The Associated Press.)
Washington, Dec. 5.—Alaskan crops in 1915 were grown under the most favorable season for years, according to the annual report of the four Alaskan agricultural experiment stations just published by the Department of Agriculture. Grain ripened and matured early and vegetables and berries produced abundant crops.

Excellent results were reported in the development of a hybrid strawberry combining the hardy characteristics of the native stock and the quality of fruit of sorts cultivated in the states. Most of the hybrids were developed at the Sitka station in southeastern Alaska, where agricultural experts predict a still better berry before long. Certain varieties of apples have been grown in the coast country and what is believed to be the first apple blossom in central Alaska is reported from Rampart station, seventy-five miles south of the Arctic circle.

Many new and early varieties of grain have been produced in Alaska. Work has been continued in breeding strains of alfalfa better adapted to Alaskan conditions.

Sheep, the reports say, will do well on Kodiak island and the coast region. In normal winters the animals could maintain themselves with little feed, it is declared. For the development of a satisfactory beef animal it is recommended that yaks be imported from Asia for crossing with hardy cattle. Horse breeding also is recommended for Alaska.

DRAMA IN HUMBLE HOMES

Romance Beckons to Playwrights
From One and Two-Story
Dwellings.

A big city ought to have a big heart for all its little homes. There they stand, their own argument, two stories high, row upon row, block after block. Two young people came and started housekeeping. Rainbows bridge the little space from the kitchen range to the pointed fern in the parlor window. From the sidewalk you could see most of the wedding presents. Gilt frames there were, with pictures of a kind, a table of barber shop onyx, a piano all shiny facade—upright, of course, or it would not be tolerated. You might poke fun at the painted globe of the lamp, but it stood there a glowing aureole of the affection of the giver.

Who shall write the drama and the romance of three meals a day of washing and ironing, of babies crying and chuckling, of children going to school and bringing home their maltreated arithmetics and their strange tales of dehumanized teachers? Who shall find a novel between the shiny brown covers of the little account book that travels so often to the corner grocery and the meat market, and who shall

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For Skin Blisthes

There is one remedy that seldom fails to clear away all pimples, blotches and other skin eruptions and that makes the skin soft, clear and healthy.

Any druggist can supply you with zemo, which generally overcomes all skin diseases. Acne, eczema, itch, pimples, rashes, black heads in most cases give way to zemo. Frequently, minor blemishes disappear overnight. Itching usually stops instantly. Zemo is a safe, antiseptic liquid, clean, easy to use and dependable. It costs only 25c; an extra large bottle, \$1.00. It will not stain, is not greasy or sticky and is positively safe for tender, sensitive skins.

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read between the lines parental repudiation over rising prices and more mouths to fill.

Just look at the little tikes who live in the house going off to Sunday school! Do you believe in fairies? Out of the front door comes a small princess. You can tell that by the sash, and the curls made around her mother's finger and the pictorial hat of state occasions. The prince is resplendent in the blacking at one end and a real part in his hair at the other; and the dog mopes on the oilcloth in the cramped, dark hallway because he cannot go with them.

Out into the street mother love travels after it has said goodbye, for mother does not care much what becomes of her if only her dreams come true in these her children. She stays

at home and at work and grows pale, and her loving sacrifice is all too often thoughtlessly accepted. But sometimes after many days and perhaps in a far country, one rises up and calls her blessed and comes home, and then she knows her reward even before God calls her and tells her she did well.—Philadelphia Ledger.

DISCOVERY OF CHLOROFORM

Edinburgh Physician First Experimented With It on Himself.

The recent death of Sir Alexander Simpson, the famous Edinburgh doctor, brings to mind the wonderful discovery of his uncle, Sir James Simpson, his predecessor in the chair of midwifery in the chair of Edinburgh

university. Sir James, if not actually the discoverer of chloroform, was, at any rate the first to introduce its employment as an anesthetic into surgical practice. This was in 1848.

Previous all operations were performed without anesthetics, the patient being drugged with whisky and held down by strong men while the operation was performed. No medical discovery ever did more to alleviate human suffering.

Sir James is generally given credit for the actual discovery of chloroform, but it is stated in some works that it was discovered some years previous to his first experiments by an American doctor named Guthrie and by a French physician named Souberian. In any case, it was Dr. Simpson who proved its great value as an anesthetic

and the room in which he made his first experiment still exists in Edinburgh.

The story goes that he tried the chloroform on himself and two medical friends. They proved its efficacy by simultaneously falling beneath the table. Sir James had considerable prejudice to overcome before chloroform was adopted generally by the medical profession, it being denounced at one time as dangerous to health, morals and religion.—St. Paul Pioneer-Press.

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